

Message Text

LIMITED OFFICIAL USE

PAGE 01 THE HA 02359 271700Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----072337 280308Z /73
R 271350Z APR 78
FM AMEMBASSY THE HAGUE
TO SECSTATE WASHDC 2529
USDOC WASHDC

LIMITED OFFICIAL USE THE HAGUE 2359

USDOC PLEASE CALL PETER FIELD, EXTENSION 5373 IMMEDIATELY
UPON RECEIPT

E.O. 11652: N/A
TAGS: BEXP, NL
SUBJECT: DISSEMINATION ABROAD OF COMMERCIAL INFORMATION BY
NATIONAL TECHNICAL INFORMATION SERVICE (NTIS)

REF: 77 STATE A-4518

1. WE HAVE READ WITH INTEREST REPAIR AND COMMEND ONGOING
EFFORTS TO EXPAND AND IMPROVE DISSEMINATION OF FOREIGN
SERVICE COMMERCIAL REPORTING TO U.S. FIRMS ON A TIMELY
BASIS. WE STRONGLY SUPPORT THE IDEA THAT UNCLASSIFIED,
GENERAL REPORTS SHOULD BE AVAILABLE TO THE PUBLIC ON A
NON-DISCRIMINATORY BASIS THROUGH NTIS.

2. WE ARE, HOWEVER, CONCERNED ABOUT THE IMPLICATIONS OF
RAPID AND WIDESCALE DISSEMINATION ABROAD OF CERTAIN FOREIGN
SERVICE COMMERCIAL REPORTS, PARTICULARLY BEST PROSPECTS,
MARKET SURVEYS AND THOSE GLOBAL MARKET RESEARCH SURVEYS
IN WHICH FOREIGN SERVICE POSTS HAVE HAD A SUBSTANTIAL
INPUT. THESE REPORTS ARE PREPARED WITH USG RESOURCES AND
ASSISTANCE TO HELP U.S. FIRMS EXPORT. IN PARTICULAR, WE
REFER TO A BRIEFING HELD IN AMSTERDAM ON APRIL 14 BY NTIS
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 THE HA 02359 271700Z

NEDERLAND, INTERMEDIAIR, AMSTERDAM, WHICH, AS OF APRIL 1,
1978, HAS BEEN APPOINTED THE EXCLUSIVE REPRESENTATIVE FOR
THE NETHERLANDS OF THE NTIS. IN THE COURSE OF DESCRIBING
THEIR PROGRAM AND IN RESPONSE TO SUBSEQUENT QUERIES BY
MEMBERS OF OUR STAFF WHO ATTENDED THE BRIEFING, THE INTER-
MEDIAIR REPRESENTATIVES STATED THAT FOREIGN SERVICE MARKET
SURVEYS, INCLUDING SUCH THINGS AS BEST PROSPECTS REPORTS AND

GLOBAL MARKET SURVEYS ARE NOW AVAILABLE THROUGH NTIS NEDERLAND, AND THAT THROUGH INTERMEDIAIR IT IS NOW POSSIBLE TO CONTACT THE DRAFTER OF A SPECIFIC REPORT. EIGHT MONTHS AFTER THE DATE OF ISSUE ALL REPORTS ARE AVAILABLE FOR DISTRIBUTION ABROAD.

3. AS DEPARTMENT AND USDOC ARE AWARE, BEST PROSPECTS REPORTS, MARKET SURVEYS AND ALSO GMS'S OFTEN HAVE INPUT OBTAINED ON A BUSINESS CONFIDENTIAL BASIS FROM LOCAL BUSINESS AND GOVERNMENT SOURCES. IF ALL THESE REPORTS ARE NOW TO BECOME AVAILABLE IN A RELATIVELY SHORT PERIOD OF TIME TO THE PUBLIC IN THE PLACE OF ORIGIN OF THE REPORT, IT COULD APPEAR THAT A BREACH OF CONFIDENCE HAS OCCURRED. COMPETING THIRD COUNTRY FIRMS IN THE PARTICULAR MARKET WOULD HAVE THIS VALUABLE INFORMATION AVAILABLE, PERHAPS MORE RAPIDLY THAN THE U.S. FIRMS OBTAIN IT AT HOME THROUGH NTIS. MORE IMPORTANT, WE MIGHT ALSO BE JEOPARDIZING OUR CONTACTS WHO MAY BE RELUCTANT TO PROVIDE SIMILAR INFORMATION IN THE FUTURE. OFTEN THESE SOURCES ARE QUOTED BY NAME OR ARE OTHERWISE EASILY IDENTIFIABLE IN THESE REPORTS. THIS COULD CAUSE FOREIGN SERVICE POSTS TO BEGIN CLASSIFYING THOSE REPORTS IN WHICH BUSINESS CONFIDENTIAL INFORMATION AND SOURCES ARE USED.

4. RECOMMENDATION: WE NOTE THAT TASK FORCE REPORT ON FMR'S, PAGE 20, REFAIR, STATED THAT NTIS TURNAROUND TIME IS UNREASONABLY SLOW FOR ALL BUT THE MARKET SURVEYS AND THE MAJOR AIRGRAMS, AND THAT NO IMPROVEMENT IS LIKELY. FOR THIS REASON, LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 THE HA 02359 271700Z

AND TO ENSURE A MORE UNIFORM MEANS OF DISSEMINATION ABROAD OF FOREIGN SERVICE REPORTING, WE WOULD SUPPORT OPTION 3 (RE-ESTABLISH IN BIC A FULL SERVICE PROGRAM FOR COLLECTING, INDEXING, DISTRIBUTING FMR'S), WITH OPTION 4 AS THE FALLBACK.

5. ACTION REQUESTED: NTIS ASSISTANT DIRECTOR VISITED EMBASSY LAST JUNE TO DISCUSS NTIS PROGRAM AND PLANS TO SECURE ARRANGEMENT WITH LOCAL FIRM FOR SALE AND PROCUREMENT OF INFORMATION. HE SUBSEQUENTLY INFORMED US BY PHONE OF THE AGREEMENT WITH INTERMEDIAIR, BUT NOT THE PARTICULARS. WE WERE THUS UNAWARE UNTIL APRIL 14 BRIEFING THAT INTERMEDIAIR IS ADVERTISING THAT FOREIGN SERVICE REPORTS ARE AVAILABLE WITHIN EIGHT MONTHS AND THAT THE DRAFTER OF A PARTICULAR REPORT CAN BE CONTACTED THROUGH INTERMEDIAIR. WE WOULD APPRECIATE GUIDANCE WHETHER NTIS HAS GIVEN INTERMEDIAIR AUTHORITY FOR THIS. IF SO, DOES THIS MEAN IT IS USG POLICY TO PERMIT DISSEMINATION ABROAD ON THE SAME BASIS THROUGH NTIS AFFILIATES OF FOREIGN SERVICE REPORTS?
BROWN

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 27 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978THEHA02359
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780181-0546
Format: TEL
From: THE HAGUE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t1978048/aaaaagbl.tel
Line Count: 113
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: b9e834b4-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 STATE A-4518
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3035611
Secure: OPEN
Status: NATIVE
Subject: DISSEMINATION ABROAD OF COMMERCIAL INFORMATION BY NATIONAL TECHNICAL INFORMATION SERVICE (NTIS)
TAGS: BEXP, NL
To: STATE COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/b9e834b4-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014